

# TOCAL COLLEGE TRAINING:

## Plan to profit

[www.tocal.nsw.edu.au/courses/short-courses/business-management/plan-to-profit](http://www.tocal.nsw.edu.au/courses/short-courses/business-management/plan-to-profit)

Course starts  
4 February  
2025

**Plan to Profit** will teach you how to:

- understand financial literacy and improve the financial management of your farm business
- understand what is, and what is not, making money in your business
- improve your management of business risks
- answer those 'what-if' questions vital to your business into the future.

Designed by highly experienced agribusiness professional and author Mike Krause (P2PAgri), the course is delivered by Mike Krause and Tony Hudson, an experienced agribusiness adviser and past Director of Farm Business Management at Marcus Oldham College.

### Accredited training

The course is aligned and delivered against vocational education and training requirements. Successful completion of assessment tasks will result in achieving a Statement of Attainment and can contribute to a nationally recognised qualification.

- AHCBUS516 Develop and review a business plan
- AHCBUS517 Monitor and review business performance
- AHCBUS518 Prepare and monitor budgets and financial reports

By enrolling in this course, you are committing to at least six (6) hours of study and to complete all five (5) assessment tasks.

Funding is available with support from the NSW DPIRD Industries Farm Business Resilience Program for people in agriculture in NSW who meet eligibility requirements.

### Register your place!

Apply now to register your interest. Applications close 22 January or when course fills.

**Apply now**



Click above or go to <https://nswtrade.wufoo.com/forms/plan-to-profit/>

For more information go to <https://www.tocal.nsw.edu.au/courses/short-courses/business-management/plan-to-profit>

### FAQs

#### Q1. How much study is involved?

To enable you to get the most out of your training experience, you will need to commit to completing approximately 4 hours of homework each week in addition to the group and individual zoom sessions.

#### Q2. What happens if I cannot attend the Group Zoom?

All Group Zoom sessions are recorded and are posted in the course on the same day.

If you miss a Group Zoom you will need to listen to the recording before your scheduled 1:1 Zoom coaching session. Your trainer may postpone your 1:1 if you have not listened to the recording.

### **Q3. What happens if I cannot attend a 1:1 Zoom coaching session?**

The 1:1 Zoom sessions are private coaching sessions to improve your skills and have your specific questions answered. If you are unable to attend a 1:1 session please let your trainer know as soon as possible.

As the course only goes for 12 weeks there is limited opportunity to reschedule missed sessions.

Your trainer will do what they can, but it may not always be possible to fit you in.

### **Q4. How do I get the best out of my 1:1 coaching session?**

**PREPARE** for each session by developing a list of questions you need answers to prior to the session.

Look ahead at assessment tasks -if there is anything you are not sure of add this to your list of questions.

Use your coaching sessions to answer any assessment queries you may have.

### **Q5. Are the 1:1 coaching session recorded?**

To ensure your privacy they are not recorded.

### **Q6. Do I have to use P2PAgri Software?**

The short answer is yes. We understand you may already be using agribusiness software. For the course, you will need to use P2PAgri software.

You are also able to cancel at any time by logging into your P2PAgri. If you wish to cancel your P2PAgri subscription, log in and go to Settings > Subscription and click on the orange Cancel button. If you haven't cancelled by the end of your course, P2PAgri assumes you wish to continue and use this powerful software.

The licence fee enables you to continue to receive P2PAgri support.'

### **Q7. How long will I have access to the P2PAgri software?**

You will have 'free' access to the software for the duration of your course (12 weeks). After this, you need to opt out of the subscription at the end of the course — see question 6. Or, you can continue with the software as a licensed user — fees apply.

### **Q8. Is it possible to extract my data from P2PAgri at the end of the course?**

You can extract data via the PDF report function. You can also export a CSV file of your cash flow budgets. Lastly, you can take screenshots of any data/information you want to retain after the course.

### **Q9. What do the assessments involve?**

During the course, you will use P2PAgri as a data entry and business planning tool.

This includes developing Profit and Loss Statements, Balance Sheets, budgets and a five (5) year plan. Assessment tasks 1, 3, 4 and 5 involve submitting a range of financial reports using the PDF reporting capability of the software. It does the hard work for you!

Assessment task 2 is a series of short answer questions to help you start the business planning process. Handwritten submissions for this task are okay, as long as we can read your writing!

You can have up to three (3) attempts at each assessment task. Feedback will be provided on each assessment submission.

### **Q10. What happens if I miss the assessment due dates?**

Plan to meet the assessment task due dates as they are designed as learning building blocks.

If something happens to prevent this, let your trainer know ASAP.

There is a little fat in the program; however, you do need to submit all tasks by Week 11 at the latest.

An assessment criterion is your ability to forward documentation in a timely and efficient manner – this will be measured through meeting the assessment submission timelines of the course.

### **Q11. How do I set up my user profile in the P2PAgri software?**

Instructions will be provided by Tocal in your enrolment emails.

### **Q12. Tell me more about P2PAgri software**

Watch Mike's video to get an overview of the software.  
<https://www.youtube.com/watch?v=-JljY5vDhVg&t=3s>

### **Q13. Which trainer will I get?**

You will get either Mike Kraus, Tony Hudson, or Peter Hudson for your course delivery.

### **Q14. Who will be marking my assessments?**

James McRae, a trainer and assessor for the Tocal online Diploma of Agriculture, will be marking your assessments.